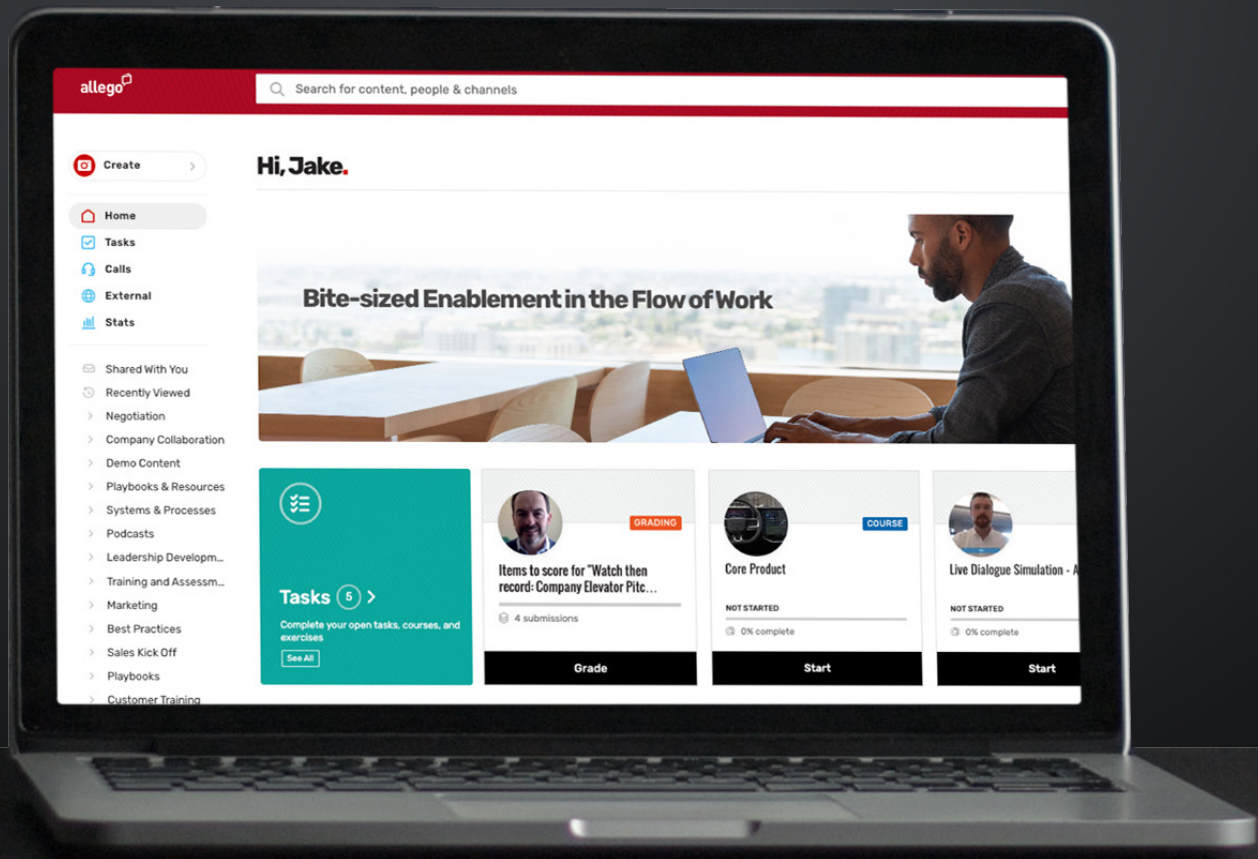


Allego: AI Sales Coaching

Accelerate Readiness with Scalable Coaching and Enablement That Drives Business Impact



ALLEGRO: AI SALES COACHING

Accelerate Readiness with Scalable Coaching and Enablement That Drives Business Impact

Challenge

► Coaching That Can't Keep Up

60% of managers don't have time to deliver effective coaching (ATD). Traditional methods are too manual, too infrequent, and lack the data visibility to drive meaningful improvement. As a result, reps often receive inconsistent feedback and miss critical skill development opportunities.

Solution: Allego's AI Sales Practice & Coaching Suite

- Allego delivers the most complete AI-powered solution for sales practice and coaching — combining unscripted, realistic role play with instant, scalable feedback.

At the core is the Live Dialog Simulator, a groundbreaking capability that lets reps engage in dynamic, unscripted conversations with lifelike AI avatars — no scripts, no branching logic. Reps practice objection handling, messaging, and tough conversations in a safe, face-to-face environment that mirrors real selling situations.

Every session is scored automatically with AI-driven scorecards aligned to your rubric, helping reps improve fast while relieving managers of time-consuming reviews. It's modern coaching that's scalable, efficient, and truly effective.

HOW WE HELP



INSTANTANEOUS, ACTIONABLE FEEDBACK

Empower learners to self-improve in near-real time on every practice take



EFFICIENT & EFFECTIVE COACHING

Help leaders coach better through prioritization and AI guidance



SCALABLE BUSINESS IMPACT & RESULTS

Achieve greater business impact on employee development without requiring additional resources

“

Now our managers really can have a better conversation with the employees rather than just a, “Okay, I’m checking off my boxes because I have to grade so many of these.” Now they can actually be paying attention to what areas to improve on.”

► **SAMANTHA GALLAGHER**
Senior Corporate Director
Dynatron Software

AI Sales Practice & AI Coaching Features

Practice & Coaching

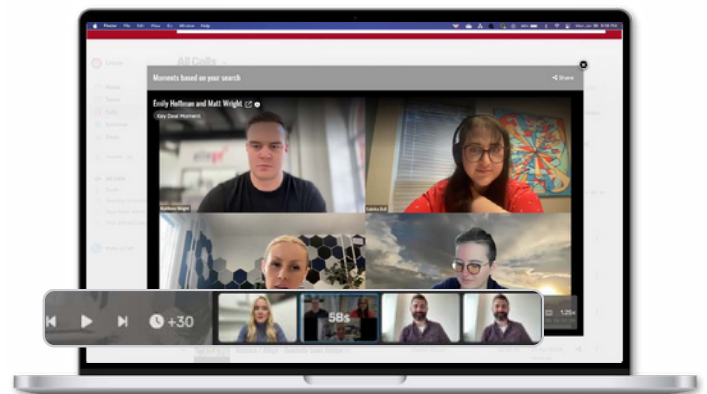
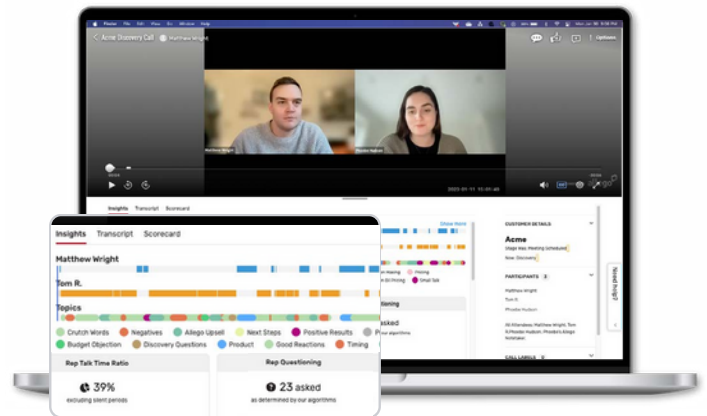
- ▶ **AI-Powered Live Dialog Simulator**
Gives reps a safe space to practice unscripted, lifelike sales conversations — no setup or scripting needed.
- ▶ **AI Scoring for Practice**
Automatically scores rep submissions using your rubric — freeing managers from manual reviews.
- ▶ **AI Scoring for Calls**
Surfaces coaching insights from real sales calls so managers can focus where it matters most.
- ▶ **Paraphrased Response Handling**
Accepts natural phrasing from reps — making simulations feel more real and less robotic.

Learning Reinforcement

- ▶ **AI-Created Quizzes & Drills**
Reinforces learning with quick quizzes and objection drills built from actual sales content
- ▶ **AI-Generated Objection Scripts**
Helps reps prep for tough conversations with AI-curated lists of common objections.
- ▶ **Personalized Flashcard Drills**
Adapts to each rep's strengths and gaps to boost retention and confidence over time.

Insights and Review

- ▶ **Conversation Insights**
Analyzes calls for sentiment and key themes so managers can spot coaching moments faster.
- ▶ **Call Summaries & Action Items**
Recaps every call with key takeaways — saving reps time and giving managers better visibility.



“Allego has made a huge improvement to our sales reps’ productivity.”

DAVE SNYDER

▶ Director, Global Commercial Communications

Smith+Nephew

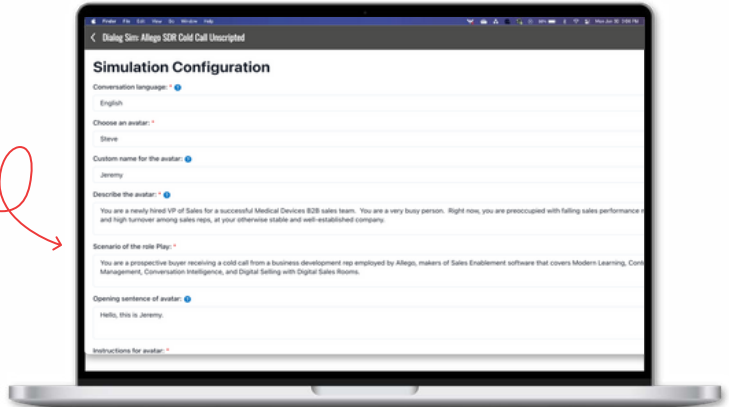
Live Dialog Simulator:

The New Centerpiece for AI Practice and Coaching

How It Works

Step 1: Just a Prompt — No Complex Scripting Needed

Getting started is simple: enter a basic prompt or scenario. There's no need for branching logic or lengthy scripts — the AI handles dynamic conversations on its own, saving you hours of setup and admin time.



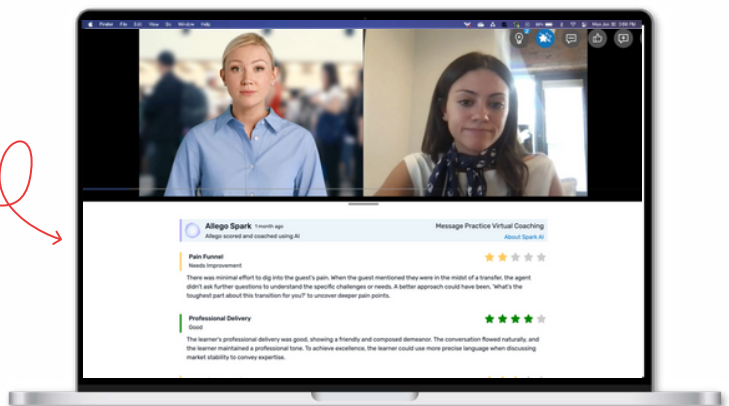
Step 2: Realistic, Versatile Role Play for Any Use Case

Run unscripted simulations for messaging rollouts, objection handling, hot seat scenarios, interviews, or free-form conversations — all powered by a lifelike video avatar with an AI brain that requires only light scenario guidance.



Step 3: Scalable AI Coaching and Feedback

Every session generates AI-driven scorecards tailored to your rubric, offering precise, consistent coaching at scale. It reduces the burden on managers and supports multilingual feedback for global teams.



Ready to Get Started?

Contact your Allego Rep today to Learn More



See Allego in Action

Learn how Allego can help you take your revenue enablement to the next level.

See a Demo



Learn more at allego.com